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NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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FEBRUARY 1985 COMPARED WITH FEBRUARY 1984

OCCUPANCIES CONTINUE TO DECLINE; ROOM RATES MODERATE

Consistent with the performance of the last four months,the national occupancy rate declined again in February. With a reported rate of 63.7 percent, occupancy has fallen 0.9 percent when compared with February 1984. Declines were evident in the Northeast, South Central, and West regions with percentage decreases reaching as much as 4.4 percent. In addition, properties located in downtown areas reported increased occupancy rates, the only location segment to do so. Alternatively, over a twelve month period, the national occupancy rate has increased 0.9 percent over the prior twelve month span.

Food and Beverage operations also had a difficult month. The number of covers served dropped 3.4 percent when compared to February 1984. However, operators tried to compensate by raising menu prices, thus increasing the food and beverage sales per occupied room and the average receipt per cover. Over the latest twelve month period, the number of covers served declined slightly, 0.3 percent, when compared with the prior twelve months.

The continuing decline in occupancies being experienced throughout most segments of the industry continues to be surprising. The declines cannot soley be the result of additions to supply. Therefore, the demand for lodging facilities appears to have turned flat. Based on this, we expect occupancies to remain near 1984 levels or decline slightly for the next several months, and for rates to begin to moderate slowly.

		Projections	Actual Last Year
April	1985	66-68%	67.9%
May	1985	69-71%	69.2%
June	1985	70-72%	70.6%

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	64.2%	0.2%
AFFILIATION:		
Chain	63.4	1.8
Independent	64.0	4.1
AREA:		
Northeast	72.4	3.0
Southeast	71.0	13.8
North Central	61.5	6.8
South Central	53.6	-4.3
West	70.3	2.3
LOCATION:		
Center City	63.8	1.1
Suburban	61.7	2.0
Highway	63.9	-1.8
Airport	68.3	2.3
Resort	63.6	-2.8
SIZE:		
Under 150 rooms	65.3	0.2
150 to 299 rooms	63.1	2.1
300 to 600 rooms	60.6	-2.9
Over 600 rooms	70.2	5.1
TYPE:		
Hotel	64.8	1.7
Motor Hotel	62.7	-0.6
Economy	63.7	2.7

* FROM PREVIOUS MONTH
– NO CHANGE

Mark Lomanno, Senior Research Associate
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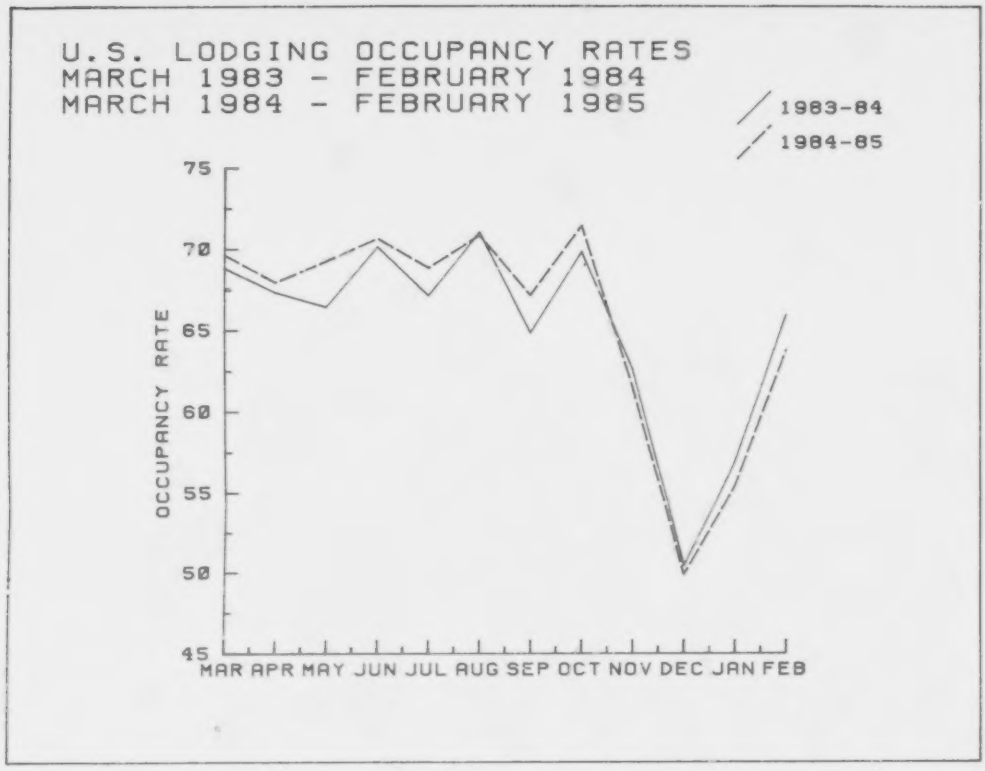
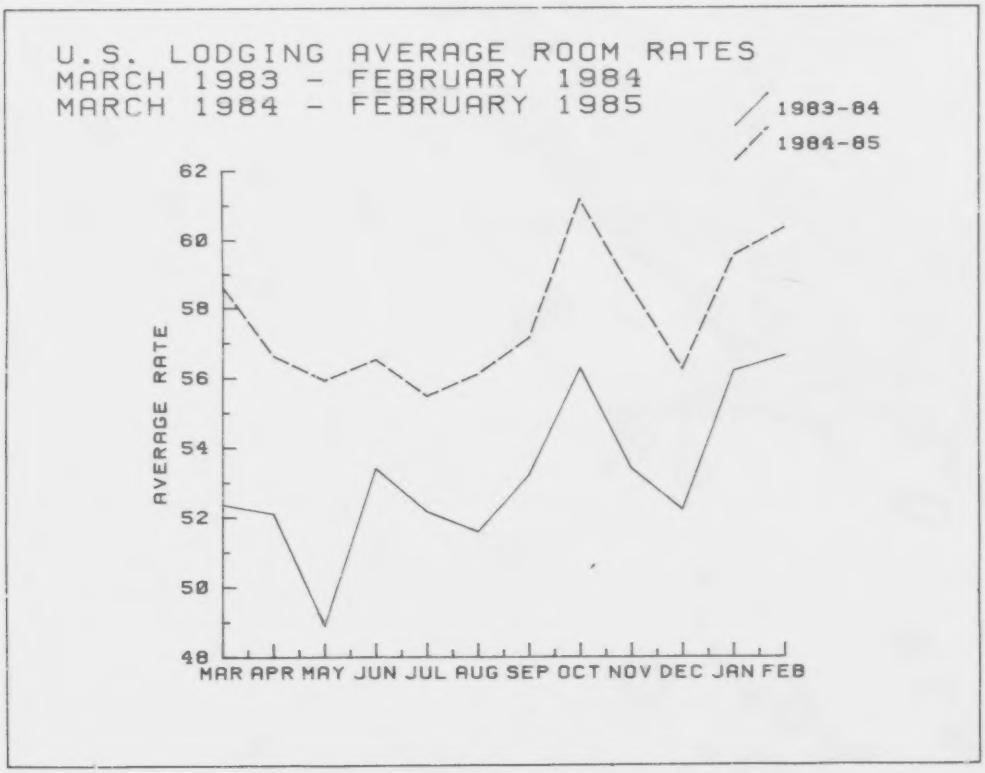

U.S. LODGING OCCUPANCY RATES
MARCH 1983 - FEBRUARY 1984
MARCH 1984 - FEBRUARY 1985
1983-84
1984-85
OCCUPANCY RATE
75
70
65
60
55
50
45
MAR APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB


U.S. LODGING AVERAGE ROOM RATES
MARCH 1983 - FEBRUARY 1984
MARCH 1984 - FEBRUARY 1985
1983-84
1984-85
AVERAGE RATE
62
60
58
56
54
52
50
48
MAR APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB

TREND REPORT FEBRUARY 1985 COMPARED WITH FEBRUARY 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUFANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	3.2	4.3	1.3	1.7	63.7	-0.9	45.3	0.2	$ 60.32	7.0	$ 92.08	6.0
REGION:												
Northeast	4.5	6.5	-1.7	10.1	63.9	-0.5	30.4	7.8	$ 85.25	8.6	$125.89	6.6
Southeast	3.4	3.3	5.4	-3.1	74.7	1.8	71.2	-2.2	65.30	4.3	102.31	4.4
North Central	5.0	6.4	2.8	2.4	56.8	0.4	34.4	-6.3	45.22	7.5	72.80	6.1
South Central	-0.4	0.2	-2.4	1.6	56.4	-4.4	38.3	9.4	52.52	6.9	78.46	6.2
West	4.5	6.2	1.4	0.4	70.9	-1.0	42.0	-5.2	59.14	8.1	88.47	6.4
AFFILIATION:												
Chain	3.3	4.2	1.5	1.6	63.6	-1.5	42.3	-0.5	$ 59.35	7.5	$ 89.05	6.6
Independent	3.0	4.5	0.6	2.1	64.7	2.7	57.3	1.4	64.85	4.6	106.29	3.1
LOCATION:												
Center City	6.2	7.4	3.3	6.3	60.5	2.5	37.7	8.6	$ 72.55	7.4	$111.56	6.1
Suburban	1.3	1.9	-	1.5	60.8	-3.6	33.9	-5.3	50.35	6.6	77.10	6.0
Airport	5.7	7.8	0.4	10.8	70.7	-0.1	27.8	-13.9	55.02	8.6	82.42	6.5
Highway	-2.3	-1.8	-3.5	-5.1	63.4	-4.2	47.0	-1.1	41.08	4.2	54.98	3.7
Resort	1.4	2.4	1.4	-6.0	70.1	-0.1	86.3	1.3	78.19	5.5	129.03	4.5
SIZE:												
Under 150 Rooms	0.3	1.0	-1.3	-5.5	62.6	-2.5	48.1	-3.6	$ 40.01	5.9	$ 53.11	5.2
150 - 299 Rooms	-0.3	1.1	-3.0	-3.6	64.2	-2.7	41.0	1.0	51.16	6.0	77.51	4.5
300 - 600 Rooms	4.7	5.5	3.2	5.3	61.2	0.2	43.3	4.1	64.97	6.0	104.61	5.3
Over 600 Rooms	6.8	8.0	4.5	5.5	67.4	3.7	50.6	-1.9	91.07	6.9	141.77	5.7
TYPE:												
Hotel	4.2	5.8	1.7	1.5	64.4	0.9	43.0	0.5	$ 71.46	7.2	$115.77	5.5
Motor Hotel	1.1	1.5	-0.3	3.1	63.4	-3.5	43.0	-4.7	47.76	5.9	65.54	5.6
Economy **	-1.4	-1.0	-13.9	-6.0	58.0	-3.0	62.7	4.8	29.27	4.3	30.56	3.9
All Suites	-	-1.2	8.5	10.5	74.5	-0.8	123.0	28.5	61.45	1.2	70.89	2.6

- NO CHANGE

** Economy data are based on a sample of properties from the National Trend of Business in the Economy Lodging Industry.

YEAR TO DATE TREND REPORT - AS OF FEBRUARY 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	3.0	4.3	0.3	1.9	59.4	-1.3	43.5	0.2	$ 59.77	6.7	$ 92.27	5.3
REGION:												
Northeast	3.5	6.0	-2.7	7.0	59.7	-1.3	31.0	-0.6	$ 83.28	8.5	$126.12	6.0
Southeast	3.2	3.0	4.5	0.3	66.1	-	68.2	-0.3	64.01	4.3	101.47	4.5
North Central	4.5	7.2	0.9	-1.1	53.6	0.8	33.2	-4.9	45.14	7.3	72.68	4.7
South Central	-1.4	-0.7	-3.4	0.8	54.4	-4.9	34.9	6.4	52.54	6.0	79.38	5.3
West	5.9	7.8	2.0	4.5	65.6	0.2	42.6	1.2	57.85	7.8	87.33	5.8
AFFILIATION:												
Chain	3.2	4.5	0.7	1.1	59.6	-1.8	40.9	1.2	$ 59.08	7.3	$ 89.95	6.0
Independent	2.0	3.2	-0.8	5.1	58.7	0.9	54.6	-2.2	63.06	3.6	103.33	2.3
LOCATION:												
Center City	5.1	6.8	1.8	3.1	56.5	1.3	35.3	2.6	$ 72.49	7.3	$113.39	5.6
Suburban	1.3	2.4	-1.0	-0.5	57.3	-4.0	34.3	1.5	50.74	7.0	78.00	5.8
Airport	6.6	9.1	0.4	12.1	67.2	-	26.7	-7.6	54.33	8.4	80.93	5.9
Highway	-0.7	-0.5	-1.1	-1.3	59.2	-4.2	48.5	3.6	40.86	4.5	55.69	4.3
Resort	0.3	1.1	-0.6	-1.5	62.9	-0.9	83.1	-0.5	75.24	3.7	126.70	2.9
SIZE:												
Under 150 Rooms	1.3	2.3	-1.4	-1.9	58.4	-1.8	45.2	-5.0	$ 39.24	5.5	$ 52.58	4.4
150 - 299 Rooms	0.2	1.4	-2.3	-	59.6	-3.4	39.8	2.3	51.08	5.9	77.20	4.7
300 - 600 Rooms	3.7	5.4	0.7	3.9	58.3	0.5	43.0	5.7	64.66	5.1	105.19	3.4
Over 600 Rooms	5.5	7.2	3.0	2.4	61.8	1.1	47.5	-2.7	90.00	8.1	143.72	6.4
TYPE:												
Hotel	3.7	5.5	0.8	1.5	60.1	0.3	40.6	-1.0	$ 71.08	6.8	$116.55	5.0
Motor Hotel	1.1	1.8	-1.4	4.4	59.2	-3.9	44.1	0.2	46.74	5.9	64.38	5.2
Economy	-	0.5	-13.4	-8.3	54.0	-2.4	58.8	2.4	28.94	3.8	30.23	3.2
All Suites	2.1	1.3	3.4	12.6	68.9	2.2	107.6	23.7	59.38	0.4	69.37	1.1

- NO CHANGE

FOOD AND BEVERAGE REPORT - FEBRUARY 1985 COMPARED WITH FEBRUARY 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$33.99	$32.88	$ 9.23	$ 8.74	0.33	0.34	0.22	0.22	46.7	46.3	$ 6.06	$ 5.70	-3.4
REGION:													
Northeast	$36.68	$36.29	$10.61	$10.34	0.31	0.31	0.20	0.20	60.0	56.5	$ 9.06	$ 8.50	-3.7
Southeast	35.83	33.86	9.28	8.86	0.33	0.34	0.21	0.22	38.5	38.1	5.10	4.69	-0.6
North Central	33.50	32.57	8.18	7.75	0.34	0.38	0.22	0.24	43.1	43.2	4.79	4.57	-1.3
South Central	28.37	27.56	8.96	8.22	0.33	0.36	0.22	0.22	46.1	47.6	6.12	5.83	-9.2
West	36.74	35.88	9.46	8.92	0.32	0.33	0.22	0.22	48.9	48.5	6.04	5.61	-2.4
AFFILIATION:													
Chain	$31.24	$30.00	$ 9.08	$ 8.59	0.32	0.34	0.21	0.22	47.4	47.1	$ 6.04	$ 5.70	-3.2
Independent	48.74	48.95	9.81	9.29	0.34	0.35	0.24	0.23	43.8	43.4	6.14	5.69	-4.3
LOCATION:													
Center City	$37.16	$36.02	$10.14	$ 9.50	0.31	0.32	0.20	0.20	52.5	52.5	$ 7.46	$ 7.04	-4.2
Suburban	28.53	27.55	8.12	7.80	0.35	0.38	0.23	0.24	46.6	46.7	5.40	5.30	-1.3
Airport	27.58	27.36	8.43	7.96	0.32	0.35	0.23	0.22	44.1	44.0	5.16	4.90	-3.5
Highway	23.93	23.54	7.59	7.30	0.35	0.36	0.23	0.23	44.4	41.2	4.29	3.83	-7.3
Resort	48.06	45.58	9.91	9.44	0.33	0.35	0.22	0.22	36.8	36.2	5.05	4.54	-2.2
SIZE:													
Under 150 Rooms	$29.65	$29.32	$ 7.08	$ 6.70	0.37	0.39	0.24	0.25	44.6	43.5	$ 4.33	$ 4.16	-4.7
150 - 299 Rooms	26.85	26.29	8.02	7.75	0.35	0.37	0.23	0.23	45.7	43.5	5.16	4.78	-5.8
300 - 600 Rooms	35.88	34.87	9.53	8.76	0.32	0.34	0.21	0.22	46.9	48.3	6.53	6.23	-2.4
Over 600 Rooms	44.40	42.64	11.32	10.91	0.30	0.30	0.20	0.20	47.7	47.7	7.37	6.97	-0.7
TYPE:													
Hotel	$39.41	$38.33	$ 9.85	$ 9.36	0.32	0.33	0.21	0.22	47.4	47.5	$ 6.55	$ 6.24	-2.8
Motor Hotel	22.69	21.91	7.24	6.84	0.35	0.37	0.22	0.23	43.7	41.5	4.91	4.09	-4.9
All Suites	28.77	24.52	*	*	0.33	0.37	0.23	0.23	50.8	54.0	*	*	*

* INSUFFICIENT RESPONSE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$34.79	$34.08	$ 9.32	$ 8.93	0.33	0.35	0.21	0.22	48.7	48.0	$ 6.39	$ 6.04	-3.1
REGION:													
Northeast	$39.53	$39.54	$11.08	$10.73	0.32	0.33	0.20	0.20	60.4	57.5	$ 9.70	$ 9.21	-4.7
Southeast	35.55	33.84	9.49	9.09	0.34	0.35	0.21	0.22	40.9	40.6	5.48	5.10	-1.2
North Central	33.46	33.38	7.92	7.71	0.35	0.37	0.22	0.23	45.8	44.8	4.85	4.70	0.4
South Central	29.27	28.66	9.10	8.52	0.34	0.36	0.22	0.23	46.9	47.4	6.42	6.00	-9.4
West	37.37	36.89	9.31	8.87	0.33	0.34	0.22	0.22	50.2	49.4	6.15	5.70	-1.0
AFFILIATION:													
	$35.58	$56.31	$ 6.44	$ 6.87	0.35	0.36	0.21	0.24	66.2	51.8	$ 8.46	$ 6.19	-12.8
Chain	$31.97	$31.06	$ 9.13	$ 8.75	0.33	0.34	0.21	0.21	48.7	48.2	$ 6.29	$ 5.99	-2.7
Independent	50.86	51.89	10.03	9.61	0.35	0.36	0.23	0.23	49.0	47.0	6.80	6.29	-4.4
LOCATION:													
Center City	$38.22	37.45	$10.33	$ 9.82	0.32	0.33	0.20	0.21	53.8	53.7	$ 7.78	$ 7.42	-3.5
Suburban	29.16	28.38	8.23	7.99	0.36	0.37	0.23	0.24	47.2	46.8	5.55	5.40	-1.9
Airport	27.37	27.56	8.16	7.89	0.33	0.35	0.22	0.22	45.4	45.0	5.14	4.97	-0.6
Highway	24.87	24.16	7.50	7.09	0.36	0.36	0.23	0.23	45.7	43.0	4.48	4.03	-4.3
Resort	50.08	48.63	10.27	9.84	0.34	0.35	0.21	0.21	41.9	40.3	5.86	5.21	-4.8
SIZE:													
Under 150 Rooms	$30.79	$30.88	$ 7.14	$ 6.87	0.37	0.39	0.24	0.24	45.7	44.7	$ 4.49	$ 4.35	-3.1
150 - 299 Rooms	27.15	26.62	7.86	7.65	0.36	0.37	0.23	0.23	47.1	44.8	5.24	4.90	-3.6
300 - 600 Rooms	36.75	36.90	9.70	9.28	0.33	0.35	0.21	0.22	49.9	50.0	6.82	6.58	-1.0
Over 600 Rooms	45.38	43.49	11.57	10.93	0.31	0.32	0.19	0.20	49.5	49.4	8.02	7.46	-4.7
TYPE:													
Hotel	$40.39	$39.74	$ 9.95	$ 9.53	0.33	0.34	0.21	0.22	49.4	49.0	$ 6.88	$ 6.54	-3.0
Motor Hotel	22.71	22.29	7.17	6.94	0.36	0.37	0.22	0.22	45.5	43.4	4.75	4.42	-2.7
All Suites	25.03	22.32	7.18	5.71	0.33	0.37	0.23	0.21	52.2	52.1	6.47	4.60	-19.6

TWELVE MONTH TREND REPORT - AS OF FEBRUARY 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	FEB	% CHG	FEB	% CHG	FEB	% CHG	FEB	% CHG
TOTAL	7.4	8.6	4.4	8.5	65.7	0.9	52.1	-1.1	$ 56.91	7.2	$ 86.58	5.9
REGION:												
Northeast	9.0	10.5	4.8	12.6	71.5	1.0	40.9	3.3	$ 81.20	9.6	$122.91	8.0
Southeast	4.4	4.4	4.0	6.5	66.6	-1.8	82.7	-2.6	55.45	6.1	86.22	6.1
North Central	8.4	10.7	4.3	7.0	63.9	3.7	41.0	-1.7	44.67	6.5	69.79	4.3
South Central	6.6	8.0	3.5	5.6	60.1	0.3	40.8	5.4	50.73	6.1	75.42	4.7
West	8.9	10.4	5.5	12.4	69.8	1.7	50.0	-2.7	56.78	8.0	84.94	6.5
AFFILIATION:												
Chain	7.4	8.7	4.2	8.9	66.2	0.6	48.6	-0.4	56.73	7.4	85.37	6.2
Independent	7.1	8.2	5.1	6.6	63.0	1.6	68.1	-3.4	57.90	5.8	92.95	4.8
LOCATION:												
Center City	10.2	12.0	6.1	10.7	65.2	2.8	44.1	4.3	$ 71.74	8.4	$109.51	6.6
Suburban	5.1	6.5	2.1	5.6	64.1	0.2	41.1	-2.6	48.72	6.0	74.64	4.6
Airport	8.4	10.6	3.6	10.2	70.0	2.3	32.1	-1.8	51.77	7.3	77.75	5.2
Highway	3.3	3.8	1.4	4.2	65.9	-1.2	61.7	-3.0	39.44	4.6	52.79	4.1
Resort	5.4	5.5	5.0	7.0	64.6	-1.2	95.2	-2.4	66.14	6.0	111.88	5.9
SIZE:												
Under 150 Rooms	6.1	7.0	3.2	5.4	65.6	1.7	59.7	-2.6	$ 38.83	5.5	$ 51.82	4.6
150 - 299 Rooms	5.7	7.2	2.5	6.1	65.4	0.5	45.9	-1.3	49.45	6.2	74.63	4.8
300 - 600 Rooms	6.9	8.2	3.9	11.3	63.8	0.9	52.1	-2.3	63.42	6.5	102.46	5.2
Over 600 Rooms	10.1	11.5	7.3	8.8	68.7	0.4	55.0	1.3	81.95	9.7	126.68	8.3
TYPE:												
Hotel	8.3	10.0	5.0	9.3	65.8	2.2	48.0	-	$ 68.08	7.3	$110.23	5.7
Motor Hotel	5.4	6.4	2.5	6.6	65.6	-0.9	55.7	-3.0	45.95	6.5	63.48	5.6
Economy	4.1	4.7	-4.7	-5.2	64.9	0.8	67.6	-3.6	30.03	3.9	32.14	3.3
All Suites	6.7	6.3	*	8.0	71.0	0.4	93.0	16.8	61.26	5.9	73.38	6.3

* INSUFFICIENT RESPONSE
\- NO CHANGE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF FEBRUARY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985	1984	% CHG
TOTAL	$32.93	$31.89	$ 9.20	$ 8.75	0.33	0.34	0.21	0.22	45.6	45.0	$ 5.92	$ 5.61	-0.3
REGION:													
Northeast	$40.28	$38.71	$11.51	$11.00	0.30	0.31	0.20	0.20	49.3	48.0	$ 8.26	$ 7.87	1.3
Southeast	30.27	28.51	8.97	8.52	0.33	0.34	0.22	0.22	43.0	42.0	5.60	5.17	-1.4
North Central	32.24	32.21	7.83	7.59	0.34	0.35	0.22	0.22	43.0	42.9	4.49	4.37	1.9
South Central	27.20	27.02	8.51	8.08	0.35	0.35	0.22	0.23	46.1	46.3	5.78	5.60	-3.0
West	36.36	35.33	9.43	8.83	0.33	0.34	0.22	0.22	46.0	44.9	5.67	5.17	-0.3
AFFILIATION:													
Chain	$30.76	$29.87	$ 9.09	$ 8.66	0.32	0.33	0.21	0.21	45.8	45.2	$ 6.00	$ 5.68	-0.3
Independent	45.81	44.69	9.60	9.11	0.35	0.35	0.24	0.24	44.8	44.1	5.56	5.26	-0.2
LOCATION:													
Center City	$36.35	$35.52	$10.64	$10.07	0.31	0.32	0.20	0.21	48.9	48.8	$ 7.38	$ 7.09	-0.1
Suburban	28.54	28.14	7.88	7.64	0.35	0.36	0.23	0.23	44.2	43.3	4.94	4.72	0.5
Airport	26.61	26.42	8.21	7.87	0.34	0.34	0.22	0.22	44.4	43.6	5.13	4.89	0.4
Highway	22.59	21.88	7.07	6.54	0.36	0.36	0.23	0.23	40.1	39.6	3.82	3.51	-4.3
Resort	46.75	43.85	9.77	9.31	0.34	0.35	0.22	0.22	41.2	39.5	5.44	4.95	0.1
SIZE:													
Under 150 Rooms	$29.74	$29.36	$ 7.11	$ 6.76	0.38	0.39	0.25	0.25	40.4	40.1	$ 3.94	$ 3.73	-1.0
150 - 299 Rooms	26.26	25.80	7.90	7.52	0.35	0.35	0.23	0.23	43.4	42.5	4.84	4.55	-1.5
300 - 600 Rooms	36.48	35.71	9.56	9.18	0.33	0.34	0.21	0.22	47.4	46.4	6.34	6.01	0.6
Over 600 Rooms	40.02	37.96	11.58	10.94	0.30	0.31	0.19	0.19	47.1	47.0	7.82	7.47	0.6
TYPE:													
Hotel	$38.68	$37.79	$ 9.91	$ 9.43	0.32	0.33	0.21	0.21	46.6	46.0	$ 6.49	$ 6.17	-
Motor Hotel	22.41	21.74	7.29	6.97	0.36	0.36	0.22	0.22	42.0	41.0	4.40	4.14	-0.6
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* INSUFFICIENT RESPONSE
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